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## Baja Medical Device Industry Sees Potential Demand Worth \$1.5 Billion

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05/28/2012 -- According to the Tijuana EDC during last year's edition over 100 meetings were held, with participation from more than 30 regional companies, such as Medimexico, subsidiary of NxStage. Medimexico started operations in Tijuana in 1997 with less than 200 employees. Currently they generate more than 2,300 jobs. This company manufactures hemodialysis equipment and disposables producing 2 million hemodialysis blood sets per month. Tijuana's competitive advantages enabled the company to reshore their manufacturing activities located in Malasia, to Tijuana, Mexico.

Regarding the Industry demand and workforce, Ian Monroy, Medimexico Sourcing manager commented the medical device sector is strongly requiring certified suppliers for medical industry extrusion, packaging and injection molding. "Medimexico's expectations for the Baja Medical Device Forum are to contact suppliers and streamline their logistics. This forum will support local and regional suppliers to establish networks with the medical industry. At the same time, the local Medical Industry can acquire the 'know how' of the sourcing process and the supply chains."

OCP de Mexico S.A de C.V, Tijuana based cable and harness company is another success story; the company started operations in Mexico since 1998, in November 2011 they expanded their operations by 46% and other 35% increase is expected for this year. OCP is well positioned in the industry due to it's quality controls, product traceability, manufacturing good practices combined with ISO 9000, ISO 13485, IPC-620 . Last year they attended to the B2B event and signed a deal with Welch Allyn one of the leading companies located in Tijuana.

Margarita Carlsen, plant manager commented about the location advantages Tijuana provides to suppliers to better service customers by ensuring on-time delivery and accuracy of inventory, improving productivity, and reducing lead times for a cost-effective medical device manufacturing.

### Baja medical device industry demand

In the last 5 years Tijuana's industry has focused on medical technology innovation, this has impacted local companies sourcing needs and logistics, global companies such as Welch Allyn, DJO Global started to supply locally materials, parts and services in order to gain speed to market and reduce risks of supply disruption.

The most common requirement in terms of annual expenses are in the field of plastic parts and components with 61% of the reported demand (Including high precision molded parts, molding for commodities, tubing and other extruded parts such as plastic film).

In addition, metal-mechanic parts as high precision machined parts in medical devices represent 17% of demand value, followed by packaging materials and textile products that equal 6% of the demand.

Jose Figueroa, President of Baja Medical Device cluster commented about the event: "The Baja California Medical Device Forum is an annual networking event. I attribute the successful response of this event to the pro-business environment, attendees of the event include global companies such as Medimexico (Nx Stage), Medtronic, CareFusion, Greatbatch, Welch Allyn, Thermofisher, Augen, DJO Global amongst others," said Jose Figueroa.

About Tijuana EDC: The Tijuana EDC is a nonprofit corporation dedicated to helping companies establish successful manufacturing operations in Mexico and to take advantage of the business opportunities of vertical integration, introducing qualified Mexican suppliers and facilitating access to new markets. For more information on how to take advantage of these opportunities contact the Tijuana EDC at [contact\(at\)tijuanaedc\(dot\)org](mailto:contact(at)tijuanaedc(dot)org) or visit the EDC website at <http://www.tijuana-edc.org>.